

Message Text

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ACTION ARA-10

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FM AMEMBASSY GEORGETOWN
TO USDOC WASH DC
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UNCLAS GEORGETOWN 2112

EO 11652: NA

TAGS: BEXP BGEN GY

SUBJ: REQUEST FOR TRAINING FACILITIES FOR OPERATOR'S OF WHITE
AUTOCAR TRUCKS

1. GOG MINISTRY OF WORKS RECENTLY PURCHASED TWENTY WHITE AUTOCAR TRUCKS FOR USE IN ONE OF ITS MAJOR ROAD BUILDING PROJECTS. WE UNDERSTAND FROM LOCAL WHITE AGENT THAT COMPANY IS UNABLE AT THIS TIME (DUE TO HEAVY PRODUCTION SHCHEDULE) TO PROVIDE ADQUATE TRAINING PROGRAM FOR GUYANESE DRIVERS ANKB MAINTENANCE PERSONNEL ON NEW TRUCKS. SINCE TRUCKS ARE SCHEDULED TO BE EMPLOYED IN ROAD PROJECT DURING EARLY 1976, GOG IS ANXIOUS ABOUT LACK OF TRAINED DRIVERS WHICH THEY FEEL MAY LEAD TO COSTLIER MAINTENACE AND CONSEQUENTLY LOWER UTILIZATION. WE SHARE THEIR CONCERN, OUR PRIME INTEREST BEING THE POTENTIAL FOR FURTHER SALES OF WHITE AND OTHER U.S. EQUIPMENT FOR THIS PROJECT.

2. ACTION REQUEST: WOULD USDOC CHECK WITH WHITE MOTOR COMPANY TO ASCERTAIN (A) WHAT OPERATOR/DEMONSTRATOR SCHOOLS IN US ARE ESPECIALLY RECOMMENDED FOR TRAINING PERSONNEL ON WHITE AUTOCAR TRUCKS, AND (B) WHETHER THERE ARE CURRENTLY IN THE US SOME LARGE ROAD CONSTRUCTION PROJECTS AEINYB T ZYOEQUIPMENT. IF SO, COULD SEVERAL GUYANESE PERSONNEL OBSERVE THESE OPERATIONS FIRST-HAND IN ORDER TO LEARN PROPER HANDLING UNDER ACTUAL WORK CONDITIONS?

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3. WE ARE KEENLY LINTERESTED IN DEMONSTRATING THAT

US FIRMS WILL FOLLOW-UP AFTER DELIVERY OF GOODS.
IN HEAVY VEHICLE AND CONSTRUCTION EQUIPMENT FIELD
SPECIFICALLY, WE ARE FACING TOUGH COMPETITION FROM
EAST GERMAN AND BRITISH COMPETITORS. EAST GERMANS,
FOR EXAMPLE, HAVE AT LEAST FIVE TECHNICIANS IN GUYANA
ON CALL FOR MAINTENANCE ASSISTANCE ON GDR-SUPPLIED
VEHICLES.
KREBS

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